

## **Historic, Archive Document**

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# For the 1925-1926 Season

*we are pleased to offer as follows:*

Use the largest size for forcing—smaller ones outside.

*Priced per Hundred*—one thousand sold at nine times the hundred price.

Variety	Predominating Color	1½" & Up	1¼ to 1½"
America	Pink	\$ 1.50	\$ 1.00
Alice Tiplady	Orange	4.00	3.20
Anna Eberius	Purple	4.00	3.20
Byron L. Smith	Lavender	6.00	5.00
Baron Hulot	Blue	5.00	4.00
Chicago White	White	1.50	1.00
Carmen Sylva	White	15.00	12.00
Capella	Pink	3.00	2.50
Crimson Glow	Red	5.00	4.00
Evelyn Kirtland	Pink	3.00	2.40
E. J. Shaylor	Pink	5.00	4.00
Early Sunrise	Pink	4.00	3.20
Golden Measure	Yellow	5.00	4.00
Glory of Kennemerland	Pink	2.00	1.50
Halley	Salmon	1.50	1.20
Herada	Mauve	2.00	1.50
Jewell	Pink	15.00	12.50
L. M. Foch	Pink	1.50	1.20
Lily White	White	2.50	2.00
Louise	Lavender	6.00	5.00
Mrs. Francis King	Flame	1.50	1.20
Mrs. Frank Pendleton, Jr.	Pendleton	1.50	1.20
Mrs. Dr. Norton	Pink and White	3.00	2.40
Mr. Mark	Blue	3.00	2.40
Maiden's Blush	Pink	4.00	3.00
Mary Pickford	White	5.00	4.00
Myrtle	Pink	5.00	4.00
Niagara	Buff	2.50	2.00
1910 Rose	Rose	2.00	1.50
Prince of Wales	Salmon	2.00	1.50
Peace	White	2.00	1.50
Panama	Pink	2.00	1.50
Peach Rose	Pink	15.00	12.00
Souvenir	Yellow	5.00	4.00
Scarlet Princess	Scarlet	5.00	4.00
Schwaben	Yellow	1.50	1.20
Tyrian Beauty	Red	6.00	5.00
Theda Bara	White	20.00	15.00
War	Red	4.00	3.00
Wilbrink	Pink	1.50	1.20
Waterloo Mixed		1.50	1.20

Just a word regarding "Waterloo Mixed." This is not really a mixture at all—it's an assortment of named varieties and is just the thing for the man growing only a few hundred, either for forcing or outside.

Terms, 60 days net, less 2% if paid in 10 days, less 5% cash with order. Sold F. O. B. Waterloo, Iowa, with no charge for packing.

*Extra Special*—All orders received before January 1st and accompanied by remittance are subject to 10% discount.

It's wise to order early and have us hold in storage for you until wanted—no extra charge for this service and often prevents disappointment.

We have doubled our planting and at the present writing (July 4th) everything indicates an enormous crop of "Extristrong" bulbs.

If you use quantities of from 5,000 to 100,000 it is worth white sending us your list of requirements for special pricing.

*Also*—Keep this list and every time you think of bulbs refer to it. A friend says: "Get your bulbs from Waterloo—that's where Napoleon got his."

## WATERLOO BULB FARMS

T. D. SMEDLEY, Owner

Wholesale Grower of "Extristrong" GLADIOLUS Bulbs

BOX 195

WATERLOO, IOWA

# We Lost A Customer SEE LETTER BELOW!

Return  
Postage  
Guaranteed

FLORISTS ONLY

Feb. 9, 1925, ----- Indiana

Mr. Smedley:

Earlier in the season I bought several thousand bulbs, but did not buy them from you. That's why I am buying from the Gardens of Smedley again, because you have the goods and I get them. The small amount I saved on express did not bring bulbs of quality.

Signed -----

This letter is so self evidently unsolicited that we decided to broadcast it.  
YES, we have the goods and you get them.



DIGGING "EXTRISTRONG" GLADIOLUS BULBS

If you buy 100,000 we are large enough to serve you. If you buy 100 we are small enough to appreciate you and give you personal service.

Our Brand Name

## "Extristrong"

MEANS IN THE GLADIOLUS DICTIONARY

### "Never Have Bloomed"

## WATERLOO BULB FARMS

T. D. SMEDLEY, Owner

Wholesale Grower of "Extristrong" GLADIOLUS Bulbs

BOX 165

WATERLOO, IOWA